



February 18, 2019

Dear Valued Customer:

We would like to sincerely thank you for being a loyal LandAir customer. We appreciate your continued business and truly value the opportunity to serve you and your company.

For over forty five years, our goal has been to provide you with both unparalleled service and a tremendous value for your transportation dollar. Our internal efficiencies have allowed us to keep costs down and pass the savings on to you. Many increasing external costs have necessitated us to implement a rate adjustment of 5.5% to base rates and \$4.00 will be added to class based minimums. This slight adjustment will be effective March 18, 2019.

We realize that this is a competitive industry and you always have a choice in your transportation selection. I sincerely thank you for choosing LandAir to fulfill your transportation needs.

Should you have any questions please feel free to contact us at 800-639-3095 Ext. 2. We look forward to being of service to you and surpassing your expectations now and for many years to come.

Sincerely,

David R. Dobrowski

David R. Dobrowski

Vice President of Sales and Marketing

LandAir

P.O. Box 503

Williston, VT 05495